

SANJEEV KUMAR SHAHI

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Career objective

- To join such organization which gives challenging opportunity as well as excellent environment to grow.

Professional Summary

- A dynamic professional with nearly 3 years and 1month of experience in Sales & Marketing and business Development in Automobile industry.
- Acquired comprehensive knowledge in the areas like **Market Development, Sales/Distribution operation, Customer Assurance, Project Coordination, etc.**
- Currently associated with **Mahindra & Mahindra Ltd FES SWARAJ, Area Office, Jharkhand** in Sales & Distribution
- Ability to analyze and interpret market trends and forge niche marketing strategies.
- Deft at managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms
- Motivated by internal standards of excellence to overachieve expectations and exceed all setgoals.
- Ability to work in a multicultural environment with keen interest in learning new things. A planner with abilities in identifying and penetrating new market segments, promoting products for business excellence.

CORE COMPETENCIES

- Administering sales & marketing operations with focus on achieving predefined sales target and growth
- Exploring business potential, opportunities as well as clientele to secure profitable business volumes
- Forecasting monthly/annual sales targets and executing them in a given time frame
- Interfacing with clients for suggesting the most viable product range and cultivating relations with them for securing repeat business
- Monitoring & training Technician to ensure quality deliverables in the market

Professional Experience.

- **MAHINDRA & MAHINDRA LTD FES SWARAJ DIVISIO Ranchi A.O , FROM NOVEMBER 2018 TO TILL DATE**

Key Responsibility Areas:

- Handling & Coordination with dealer for demand generations & Sales promotional activities
- Forecasting & Tracking primary and secondary sales for avoiding deviation in plan
- Developing innovative sales promotion schemes
- Effective Network planning and Execution.
- Training of Dealer and dealer's manpower.
- Enhance Dealer effectiveness and thereby improve Share of Market and profitability
- Monthly activity planned with dealer.

- Conducting market development programs for product awareness and resolve customer issue.
- To maintain CDMS at dealership through sales coordinator.

Personal Skills

- Self-motivated, innovative, technical and management skills.
- Good at decision making and taking Initiatives.
- Team facilitator and leader.

Education Qualifications

Qualification	Board	Year	Institution
B.tech, Mechanical Engineering	W.B.U.T	2014-18	DR. B.C.ROY ENGINEERING COLLEGE DURGAPUR (W.B)
12 th Board	C.B.S.E	2012-2014	S.S ACADEMY AMBIKA STHAN DIGHAWARA CHAPRA BIHAR
10 th Board	B.S.E.B	2012	S.K.H.V.V NAGER KEWANI CHAPRA BIHAR

Industrial Training

- STEEL AUTHORITY OF INDIA LTD DURGAPUR WEST BENGAL

Hobbies

- Drawing
- Cooking
- Traveling

I hereby declare particulars furnished above are true & correct to the best of my knowledge.

DATE-

SANJEEV KUMAR SHAHI